

11-9-1967

Letter to Duane Pearsall from R.R. Germain Re: International Sales

Statitrol Corporation

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H O N E Y W E L L

I N C.

November 9, 1967

Mr. Duane Pearsall
Statitrol Corporation
1030 W. Ellsworth Avenue
Denver, Colorado

RECEIVED NOV 10 1967

Reference: International Sales -
Our telephone conversation November 8, 1967

Dear Mr. Pearsall

This is to confirm the details of our phone conversation of November 8, 1967, relative to establishing a fixed export service charge per overall order for additional paperwork required in having our European and Canadian Subsidiaries order certain products directly from Statitrol Corporation.

The items and prices I have are as follows:

TC14A1009 detector	\$ 47.00
14000606-001 detector plug assembly	3.00
14000607-001 duct housing	35.00
W853A1003 power supply	150.00

Agreements were as follows:

1. For ordering purposes, detector and detector plug assembly, although shown as separate line items, are to be treated as a set. Minimum ordering quantity, 25 sets.
2. No minimums are established for duct housing or power supplies. These may be ordered separately in any quantity, in combination with each other, or in any combination along with 25 or more detector and detector plug assembly sets as in (1) above.
3. An export service charge of \$3.75 will apply to each individual order, regardless of mixture of items, except that in the case where detector and detector plug assembly sets are included in the order, the minimum number of such sets must be 25.

Please review, and if our understanding of the agreements made over the phone is mutual, confirm your acceptance back to me in writing.

Very truly yours

R. R. Germain

R. R. Germain
Senior Product Engineer
Foreign Sales, Commercial Div

RRG/fm